

# STATE OF DELAWARE THE PUBLIC SERVICE COMMISSION

**CANNON BUILDING** 

861 SILVER LAKE BLVD., SUITE 100 **DOVER, DELAWARE 19904** 

# TELEPHONE: (302) 736-7529 FILING COVER SHEET TELECOPIER: (302) 739-4849 1. NAME OF APPLICANT: Concord Engineering Group, Inc. 2. TYPE OF FILING: RATE CHANGE **FUEL ADJUSTMENT ADMINISTRATIVE CPCN** NEW SERVICE OFFERING OTHER - DESCRIBE IF A TELECOMMUNICATIONS FILING, WHAT TYPE OF SERVICE IS IMPACTED? BASIC X COMPETITIVE \_\_\_\_ DISCRETIONARY 3. PROPOSED EFFECTIVE DATE: ASAP IS EXPEDITED TREATMENT REQUESTED? YES X NO П SHORT SUMMARY OF FILING: Electric Supplier Certificate 4. 5. DOES THIS FILING RELATE TO OTHER DOCKETS: YES NO X IF YES, LIST DOCKET(S) NO(S): IS PUBLIC NOTICE REQUIRED? 6. YES $\Box$ NO X IF YES, PLEASE ATTACH COPY OF PROPOSED PUBLIC NOTICE. 7. APPLICANT'S CONTACT PERSON: NAME: Kristen Davis TITLE: Energy Analyst PHONE: 856-427-0200 ext. 186 856-427-6529 FAX: EMAIL kdavis@concord-engineering.com WEBSITE (IF APPLICABLE) 8. DID YOU PROVIDE A COMPLETE COPY OF THE FILING TO THE PUBLIC ADVOCATE? YES NO $\mathbf{X}$ IF YES, WHEN? 9. FILING FEE ENCLOSED: AMOUNT: \$ 750.00 House Bill 681, enacted into law 7/13/98, authorizes the Commission to recover the cost of time spent NOTE: by in-house staff to process all filings initiated after the date of enactment. You may be required to

reimburse the Commission for staff time.

- 1			
		INFORMATION REQUIRE	D FROM ALL APPLICANTS
	1	Authority to Do Business in Delaware: [Section 2.1.1.1]	Required information is provided in Exhibit A.
	2	Resident Agent: [Section 2.1.1.2]	Corporation Trust Center
ľ	3	Performance Bonds:	( ) Required information is provided in
		[Section 2.1.1.3]	(X) Performance bond or guarantee not
ŀ	4	Compliance with Regional	required.
		Requirements: [Section 2.1.1.4]	( ) Proof of PJM member ship is provided in Exhibit
			(X) Applicant agrees to only work with an entity that complies with PJM's requirements and is a Certified Electric
۱,	 5	Financial Operational Managarial	Supplier in Delaware. (Brokers Only)
		managerial and technical ability to render Such evidence shall include, but is not lin	I Technical Ability. Each Applicant shall be nce supporting their financial, operational, r service within the State of Delaware. nited to:
Ļ	(a)	[Section 2.1.1.5] Certified Financial Statements or other	I Daniel La Control
	<i>ا</i> رس	indicia of financial capability  [Section 2.1.1.5.1]	Required information is provided in Exhibit  C. (CONFIDENTIAL)
5	(b)	Brief description of the nature of	
		business being conducted, including types of customers to be served.	See Exhibit B
		services provided and geographic area	1
		in which services are to be provided. [Section 2.1.1.5.2]	Types of customers (X) Residential
			(X) Small Commercial
			(X) Large Commercial (X) Industrial
			Geographic area (X) Delmarva Power & Light Service Co. Service Territory (X) Delaware Electric Cooperative Service Territory
5(	(c)	List of states presently selling electric	State Type
		supply/brokering services and list of	License No.
		states with applications pending:	
		[Section 2.1.1.5.3]	State Type
			License No.
			or
			(X_) List provided in Exhibit _A

5(d)	List of states in which Applicant has	State Deta
10(0,	been denied approval and/or has had	State Date
	authority revoked: [Section 2.1.1.5.4]	State Date
5(-)		(X) Applicant has never been denied or revoked
5(e)	Relevant operational experience of each principal officer responsible for Delaware operations.  [Section 2.1.1.5.5]	Required information is provided in Exhibit B.
5(f)	A copy of FERC approval as a Marketer or date and docket number of the application to FERC. [Section 2.1.1.5.6]	( ) Copy of FERC approval is provided in Exhibit  Not Applicable * ( ) The date and docket number of application:
5(g)	Applicant must secure a bond with corporate surety licensed to do business in Delaware guaranteeing the repayment of all customer deposits and advances upon the termination of service.  [Section 2.1.1.5.7]	Does the Applicant require deposits, advance payment, prepayments, financial guarantees or the like from customers?  ( ) Yes (X) No (If yes, Applicant shall include bond in the appropriate amount.)
		Required information is provided in Exhibit
5(h)	The Applicant shall disclose whether the entity or any of its affiliated interests has filed for bankruptcy in the past 24 months.  [Section 2.1.1.5.9.10]	( ) See Exhibit for detailed statement of all bankruptcy proceedings for the past 24 months of the applicant or any affiliated interests.
		( X ) Neither Applicant nor affiliated interests has filed bankruptcy in the past 24 months.
5(i)	Any other information [Section 2.1.1.5.9.11]	( ) Other supporting material for this application is provided in Exhibit(s)
		( X ) No other supporting material is provided.
6	Verification of Application [Section 2.1.1.6] (See Attachment A for an example)	( X) Verification is provided in Exhibit D.
	1000 Attaoriment A for all example)	

7	Consent to the Jurisdiction.	BY (signature):
1.	[Section 2.1.1.7]	BY (signature).
	1	
1		1.
		TYPED/PRINTED NAME:
1		Michael Fischette
		TITLE:
		CEO
8	Other Requirements	
0/5	[Section 2.1.1.8]	
8(a)	Legal name as well as name under which Applicant proposed to do business in Delaware: [Section 2.1.1.8.1]	
	(Registration of Trade, Business & Fictitious Name Certificate for each of	
	the three Delaware counties must be	
	included for any d/b/a.)	
8(b)	State of incorporation, business address	
	and address of the principal officer:	See Exhibit A
8(c)	[Section 2.1.1.8.2]	
0(0)	Name, title and telephone number of a regulatory contact person:	See Exhibit B
	[Section 2.1.1.8.3]	See Minore p
	(This person will ordinarily be the	
	initial point of contact for resolving	
	complaints filed with the	
	Commission. The Commission will	
	also send any correspondence to this	
24.11	person.)	
8(d)	A toll-free telephone number of customer	Not Applicable
	service department: [Section 2.1.1.8.4]	Tiotappheable
	(This number will be listed on the	
	Commission's website as a resource	
	for existing and potential customers	
_	of the Applicant.)	
8(e)	Description of the Applicant's experience	Description:
[	in the energy market and a brief description of the services it plans to	See Exhibit B
- 1	offer in Delaware and the type of	
	customers it plans to serve.	Types of customers
	[Section 2.1.1.8.5]	(X) Residential
		(X) Small Commercial
1		(X) Large Commercial
		(X) Industrial

0/6	01-1	
8(f)	Statement detailing any crimina	(
1	activities of which the Applicant or any of	f of criminal activities.
1	its affiliated interests has been charged	
	or convicted, or which the principal or	1 (22)
	corporate officers of the Applicant or any	J =
ł	of its affiliated interests has been	r criminal activities.
	charged or convicted.	
	[Section 2.1.1.8.6]	
9	Waiver of Certification Requirements.	( ) Applicant requests waiver of the
1	[Section 2.5]	requirements in Section(s) for the
	(Only applicable to Applicants	following reason(s):
1	requesting a waiver)	
10	Tax identification number	22-2761991
	ADDITIONAL INFORMATION NO:	
	ADDITIONAL INFORMATION NO	REQUIRED FROM BROKERS
1	All new Applicants, except Brokers	( ) Cash or cash equivalent {2.1.1.5.9.1}
1	shall demonstrate in their applications	( ) Certificate of deposit (2.1.1.3.9.1)
	that they possess a minimum of	
	\$100,000 of assets in excess of	{2.1.1.5.9.3}
ľ	encumbrances or a minimum of	, ,
1	\$100,000 in cash, cash equivalents, or	( ) Line of credit (2.1.1.0.0.17)
	financial instruments that are reasonably	( ) Loan {2.1.1.5.9.6}
	liquid and readily available to meet their	( ) Guarantee by corporation, co-
	costs of providing electricity to	partnership, or other person {2.1.1.5.9.7}
	Customers or any combination thereof.	( ) Guarantee by subsidiary, affiliate or
	[Section 2.1.1.5.8]	corporation holding controlling interests
	,	{2.1.1.5.9.8}
		( ) Identifiable assets {2.1.1.5.9.9}
		( ) 140114114DIO 465616 (2.1.1.0.3.3)
- 1	·	Required information is provided in
		Exhibit(s)
2	Each Applicant, except Brokers, shall	
[	publish notice of the filing of the	Applicant upon receipt of the Application
- 1	application in two (2) newspapers having	for an Electric Supplier Certificate.
l	general circulation throughout the State	and a supplier outlineate.
	in a form to be prescribed by the	
- 1	Commission.	
	[Section 2.2]	
455		
<u>ADD</u>	I IONAL INFORMATION REQUIRED FRO	M APPLICANTS SERVING RESIDENTIAL
	AND SMALL COMMERC	CIAL CUSTOMERS

	ontracte At the time of the filling the A. II III	
	ontracts. At the time of the filing, the Applicant shall	Required information is
6	ither provide its Standard Contract for Residential and	provided in Exhibit(s)
1 %	mall Commercial Customer or a link to it on the	
10	pplicant's website. Such contract is subject to review	
l D	y the Commission Staff and if Staff determines that	
SI	uch contract is not consistent with these Rules for	
C	ertification and Regulation of Electric Suppliers	
("	Rules"), then Staff shall have the authority to require	
[ ch	nanges in order to make consistent with these Rules or	
E	ectric Supplier faces revocation of its Electric Supplier	
	ertificate by the Commission after a hearing. Such	
CC	intract shall be in clear and plain language and	
in	clude explicit terms and conditions which at a	
m	nimum contain the following [Section 2.1.1.9]	
1	A clear statement of the duration of the contract.	
	[Section 2.1.1.9.1]	ĺ
2	The price stated in cents per kWh or a clear and ur	ambiguous statement of the
	precise mechanism or formula by which the price will be	determined
	[Section 2.1.1.9.2]	
3	A complete list of any other fees, including early termina	ation penalties, late fees, and
	Interest charges, which can be imposed on the custome	er including but not limited to b
1	I the magnitude of the fees and the specific conditions up	nder which such fees can be
	imposed.	
-	[Section 2.1.1.9.3]	
4	A statement of the Electric Supplier's termination rights, w	hich shall explain the specific
	Conditions, under which the Electric Supplier may terming	nate service. At a minimum
1	I the Electric Supplier shall provide the Residential or Sma	III Commercial Customer with L
1	at least 30 days notice of termination of the contract	and procedures to maintain
	ongoing service.	
5	[Section 2.1.1.9.4]	
၂ ၁	The Electric Supplier's local or toll-free telephone number	address and web address, if
ĺ	applicable; and the Commission's address and telephone	number.
6	[Section 2.1.1.9.5]	
	A statement informing the Residential or Small Commercial	al Customer that, because of
	relocation outside of their current EDC's service territory	, they he/she may terminate
	his/her contract with his/her Electric Supplier with no tel notice in writing to the Electric Supplier.	mination fee upon a 30-day
	[Section 2.1.1.9.6]	].
7	A Residential or Small Commercial Customer has ten (10)	) colorador do se de se
•	the EDC sends the confirmation letter to rescind his/her se	calendar days from the day
	1	iection. [Section 3.4]

# **EXHIBIT A**

# Inclusive of:

- Delaware Certificate of Authorization
- Delaware Business License
- Delaware Certificate of Good Standing
- New Jersey Certificate of Incorporation
- New Jersey Business Certificate
- New Jersey Certificate of Good Standing
- List of current Licenses
- Pennsylvania Certificate of Good Standing

# STATE OF DELAWARE



# DELAWARE ASSOCIATION OF PROFESSIONAL ENGINEERS 92 Read's Way, Suite 208, New Castle, DE 19720

PHONE: 302-323-4588 FAX: 302-323-4580 E-mail: office@dape.org

# CERTIFICATE OF AUTHORIZATION

ISSUED BY THE AUTHORITY OF
THE COUNCIL OF THE DELAWARE ASSOCIATION OF PROFESSIONAL ENGINEERS
TO

CONCORD ENGINEERING GROUP, INC. 520 SOUTH BURNT MILL ROAD VOORHEES, NJ 08043

THIS CERTIFICATE AUTHORIZES THE AFORESAID CORPORATION OR PARTNERSHIP TO PRACTICE PROFESSIONAL ENGINEERING IN THE STATE OF DELAWARE AS PROVIDED IN THE DELAWARE LAW, TITLE 24, CHAPTER 28, SECTION 2821.

FOR THE PERIOD: 7/1/2015 to 06/30/2016

CERTIFICATE NUMBER: 2940

ANNUAL RENEWAL FEE: \$150.00

DATE OF ISSUE: May 26, 2015

**APPROVED** 

Man Man Man

LICENSE NO.

2001105525 DORUL

STATE OF DELAWARE **DIVISION OF REVENUE** 

VALID

01/01/14 - 12/31/16 NOT TRANSFERABLE

DLN:

13 98488 80

POST CONSPICUOUSLY

BUSINESS CODE GROUP CODE

540 007

PROFESSIONAL SERVICES- ENGINEER

PROFESSIONAL AND/OR PERSONAL SERVICES

DATE ISSUED:

12/26/13

\*\*VALIDATED\*\*

LICENSE FEE:

\$ 225.00

**MAILING ADDRESS** 

**BUSINESS LICENSE** 

BUSINESS I OCATION

CONCORD ENGINEERING GROUP INC 520 S BURNT MILL RD **VOORHEES NJ 08043-2205** 



CONCORD ENGINEERING GROUP INC **520 S BURNT MILL RD** VOORHEES NJ 08043-2205

IS HEREBY LICENSED TO PRACTICE, CONDUCT OR ENGAGE IN THE OCCUPATION OR BUSINESS ACTIVITY INDICATED ABOVE IN ACCORDANCE WITH THE LICENSE APPLICATION DULY FILED PURSUANT TO TITLE 30, DEL CODE.

PATRICK T. CARTER

DIRECTOR OF REVENUE

# IMPORTANT - TEAR AT ABOVE PERFORATION AND DISPLAY IN A PUBLIC LOCATION

Federal E.I. No. or

Social Security Number 1 22276 1991 001

Business Code **Group Code** 

540

Licensed Activity

PROFESSIONAL SERVICES- ENGINEER PROFESSIONAL AND/OR PERSONAL SERVICES

The State of Delaware Business License printed above must be posted in a public area at the location address listed. If you have any questions regarding this license, please call (302) 577-8778.

# REPLACEMENT LICENSES

Keep this portion of your license separate, in case you need a replacement for any lost, stolen or destroyed license. A \$15 fee will be charged for the replacement of a license. Send the \$15 along with a copy of this form or provide your Federal Employer Identification Number, or Social Security Number, suffix, Business Code, Business Name and address to Delaware Division of Revenue, Attn.: Business Master File, PO Box 8750, Wilmington, DE 19899-8750. You will receive your replacement license within three to four weeks.

# OTHER IMPORTANT INFORMATION

Most licensees are also required to pay either gross receipts or excise taxes in addition to the license fee. You can file these taxes online or obtain a paper form from our website at www.revenue.delaware.gov. You must submit all business tax returns filed with the Division of Revenue under the same identification number. If you are a sole-proprietor, and have a federal employer identification number, use the employer identification number, not your social security number. Only sole proprietors with no employees are allowed to file under their social security number. Inquiries regarding your coupon booklets to pay withholding, corporate tentative, and Sub Chapter "S" estimated taxes, or to make changes to your name, address, or identification number, should be directed to the Business Master File Unit at (302) 577-8778.

# INTERNET SITE

The Division of Revenue web address is: www.revenue.delaware.gov. Visit our web site for tax tips, links to telephone numbers, forms that you can download, links to other State agencies, the Delaware Code, the publication "Delaware Guide for Small Business" and lots more. Internet filing of personal income tax returns via the Division of Revenue's website is available. Internet filing for Withholding, Gross Receipts and Corporate Tentative payments is also available.

Page 1



I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF

DELAWARE, DO HEREBY CERTIFY THAT A CERTIFICATE EVIDENCING THE

CORPORATE EXISTENCE OF "CONCORD ENGINEERING GROUP, INC.", A

CORPORATION DULY ORGANIZED UNDER THE LAWS OF THE STATE OF NEW JERSEY,

WAS RECEIVED AND FILED IN THIS OFFICE AS A FOREIGN CORPORATION ON

TWENTY-SEVENTH DAY OF FEBRUARY, A.D. 2001.

AND I DO HEREBY FURTHER CERTIFY THAT THE AFORESAID CORPORATION IS

QUALIFIED TO DO BUSINESS UNDER THE LAWS OF THE STATE OF DELAWARE AND

IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE NOT HAVING

BEEN WITHDRAWN OR REVOKED, SO FAR AS THE RECORDS OF THIS OFFICE SHOW

AND IS DULY AUTHORIZED TO TRANSACT BUSINESS IN THE STATE OF DELAWARE.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL REPORTS HAVE BEEN FILED TO DATE.

TARIYE O

Authentication: 201771628

Date: 02-03-16

3362225 8360 SR# 20160555528

# CORPORATE RECORDS

OF

CONCORD ENGINEERING GROUP, INC.

\*\*\*\*

INCORPORATED UNDER THE LAWS

OF THE

STATE OF NEW JERSEY

\*\*\*\*

LAW OFFICES

OF
RAGONESE, SCAFFIDI & ALBANO

# CERTIFICATE OF INCORPORATION

OF

# CONCORD ENGINEERING GROUP, INC.

TO: The Secretary of State
State of new Jersey

THE UNDERSIGNED, Being of full age, for the purpose of forming a corporation pursuant to the provisions of Title 14A, Corporations, General, of the New Jersey Statutes, hereby execute the following Certificate of Incorporation:

FIRST: The name of the corporation is: CONCORD ENGINEERING GROUP, INC.

SECOND: The purpose or purposes for which the corporation is organized are:

THIRD: To the full extent that the laws of the State of New Jersey, as they exist on the date hereof or as they may hereafter be amended, permit the limitation or elimination of the liability of Directors or officers, no Director or officer of the Corporation shall be personally liable to the Corporation or its shareholders for damages for breach of any duty owed to the Corporation or its shareholders. Neither the amendment or repeal of this Article which is inconsistent with this Article shall apply to or have any effect onthe liability or alleged liability of any Director or officer of the Corporation for or with respect to any act or omission of such Director or officer occurring prior to such amendment, repeal or adoption.

FOURTH: The aggregate number of shares which the corporation shall have authority to issue is: 100 shares

FIFTH: The address of the corporation's initial registered office is 1200 Laurel Oak Road, Suite 195, Voorhees, New Jersey 08043 and the name of the corporation's initial registered agent at such address is Michael T. Fischette

SIXTH: The number of directors constituting the initial Board of Directors shall be and the names and addresses of the directors are as follows:

NAME ADDRESS

Raymond Johnson Michael Fischetti Mark Wolowski

SEVENTH: The names and addresses of the incorporators are as follows:

NAME: ADDRESS

Raymond Johnson Michael Fischetti Mark Woloski

IN WITNESS WHEREOF, the undersigned, the incorporator of the above named corporation, signed this Certificate of Incorporation on the 6 day of April, 1990

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# CERTIFICATE OF AMENDMENT TO THE

# FILED

# CERTIFICATE OF INCORPORATION OF

APR 6 1990

Forimar Consulting Engineers, Inc. (For Use by Domestic Corporations Only)

IOAN HABERLE y of State

(10103e by Dollin	Secretar
To: The Secretary of State "FEDERAL State of New Jersey"	EMPLOYER IDENTIFICATION NO." 22-2761991
Pursuant to the provisions of Sections, General, of the New Jersey State following Certificate of Amendment to its	ion 14A:9-2(4) and Section 14A:9-4(3), Corpora- utes, the undersigned corporation executes the Certificate of Incorporation:
1. The name of the corporation is	Forimar Consulting Engineers, Inc.
directors and thereafter duly adopted by t	Certificate of Incorporation was approved by the he shareholders of the corporation on the 1st
day ofApril, 19 90 :	
de luttowa.	Certificate of incorporation be amended to read ion is Concord Engineering Group, Inc.
3. The number of shares outstanding	ng at the time of the adoption of the omendment
was 100 . The total number of	shares entitled to vote thereon was100
If the shares of any class or series are colow the designation and number of outstands such class or series. (Omit if not applicate N/A	ntitled to vote thereon as a class, set forth be- anding shares entitled to vote thereon of each ble.)
<u> </u>	
tit the shares of any class or se	r and against such amendment is as follows: cries are entitled to vote as a class, set forth th class and series voting for and against the
Number of Stores Voting For Amendment	Number of Shares Voting Against Amendment
100 Shares	-0-
ter of mostico in the Certificate of Amend	uction of stated capital, the following clause ment, in lieu of filing a Certificate of Reduc- fienceal, of the New Jersey Statutes. Omit
5. The stated capital of the corpo	ration is reduced in the following amount:
	eduction is effected is as follows:
N/A	
	į

The amount of stated capital of the corporation after giving effect to the reduction (Must be set forth in dollars.)

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6. If the amendment provides for an exchange, reclassification or cancellation of issued shares, set forth a statement of the manner in which the same shall be effected. (Cmit if not applicable.)
N/A

(Use the following only if an effective date, not later than 30 days subsequent to the date of filing is desired.) 7. The effective date of this Amendment to the Certificate of Incorporation shall Dated this. \_ day of \_ 19 90 Forimar Consulting Engineers, Inc. (Corporate Name) Raymond W. Johnson, III, President (Signature) Michael Fischette, Vice-President (Type or Print Name and Title) (\*May be executed by the chairmon of the board, or the president, or a vice-president of the corporation.) Return to Secretary of State, CN 300, Trenton, N. J. 08625, Attn: Corporation Filing. Filing Fee \$50.00 NOTE: No recording fees will be assessed. FILED BY: CERTIFICATE OF INCORPORATION OF CERTIFICATE OF AMENDMENT TO Orimar Consulting Engineers, (Domestic Corporations Only)

Recorder's Initials

RECORDED AND FILED:

# STATE OF NEW JERSEY **BUSINESS REGISTRATION CERTIFICATE** FOR STATE AGENCY AND CASINO SERVICE CONTRACTORS

ISSUANCE DATE:

NCORD ENGINEERING GROUP, INC.

TAXPAYER IDENTIFICATION#

ADDRESS:

520 SOUTH BURNERMILL RD VOORHEES N. J. OS 04

EFFECTIVE DATES

Action director

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DEPARTMENT OF TREASURY/ DIVISION DE REVENUE! PO BOOK TO TREASURY TREASURY TO TREASURY TO TREASURY TO THE TREASURY TO TREASURY

# STATE OF NEW JERSEY DEPARTMENT OF THE TREASURY DIVISION OF REVENUE AND ENTERPRISE SERVICES SHORT FORM STANDING

# CONCORD ENGINEERING GROUP, INC.

0100323353

With the Previous or Alternate Name

# FORIMAR CONSULTING ENGINEERS, INC. (Previous Name) CONCORD ENERGY SERVICES (Alternate Name)

I, the Treasurer of the State of New Jersey, do hereby certify that the above-named New Jersey Domestic Profit Corporation was registered by this office on January 9, 1987.

As of the date of this certificate, said business continues as an active business in good standing in the State of New Jersey, and its Annual Reports are current.

I further certify that the registered agent and registered office are:

Michael Fischette 520 S Burnt Mill Road Voorhees, NJ 08043



Certification# 135487738

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed my Official Seal at Trenton, this 10th day of March, 2015

Andrew P Sidamon-Eristoff
State Treasurer

Verify this certificate at https://www1.state.nj.us/TYTR\_StandingCert/JSP/Verify\_Cert.jsp



The following list is of Licenses for Concord Engineering Group, Inc., which includes state and License number.

# New Jersey:

Energy Agent – EA-0086 Energy Consultant – EC-0025 Private Aggregator – PA-0077

# Pennsylvania:

Conservation Service Provider – A-2011-2270362 Electric Generation Supplier – A-2012-2303684 Natural Gas Supplier – A-2015-2474338

# <u>Delaware</u>:

Professional and/or Professional Services – 2001105525

# COMMONWEALTH OF PENNSYLVANIA DEPARTMENT OF STATE

MARCH 11, 2015

TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

# CONCORD ENGINEERING GROUP, INC.

is duly qualified as a Foreign Corporation under the laws of the Commonwealth of Pennsylvania and remains a subsisting corporation so far as the records of this office show, as of the date herein.

I DO FURTHER CERTIFY THAT, This Subsistence Certificate shall not imply that all fees, taxes, and penalties owed to the Commonwealth of Pennsylvania are paid.



IN TESTIMONY WHEREOF, I have hereunto set my hand and caused the Seal of the Secretary's Office to be affixed, the day and year above written.

**Acting Secretary of the Commonwealth** 

Redus C. Contés

Certification Number: 12477529-1

Verify this certificate online at http://www.corporations.state.pa.us/corp/soskb/verify.asp

# **EXHIBIT B**

# Inclusive of:

- Contact Information
- Description and information of the business to be conducted
- Relevant operational experience of the principal officer responsible for operations
- Description of Experience



# **KEY CONTACT INFORMATION**

Respondent Name: Concord Engineering Group, Inc. d/b/a

**Concord Energy Services** 

CEO: Michael Fischette, PE, CGD

Place of Business: 520 South Burnt Mill Road

Voorhees, NJ 08043

Telephone Number: (856) 427-0200 Fax Number: (856) 427-6529

Web Site: <a href="https://www.concord-engineering.com">www.concord-engineering.com</a>

Primary Contact Name: Vicki Molloy, CEP VP, Energy Services

Telephone Number: (856) 427-0200 x115 office

(609) 304-4071 cell

Email: vmolloy@concord-engineering.com

Concord Engineering Group, Inc., a C corporation and small business enterprise, has operated under the same name and management since 1989. Michael Fischette is Concord's principal and chief executive officer.



# **Description of Services:**

Please see Energy Advisory Services Attachment

The following are the intended customers, geographic area and service territory;

# **Types of Customers:**

Residential Small Commercial Large commercial Industrial

# Geographic Area:

Delmarva Power & Light Service Company

# Service Territory:

**Delaware Electric Cooperative Service Territory** 

Founded in 1989, Concord Energy Services a division of Concord Engineering Group, Inc. (CES) is a full service energy asset management firm focused on energy cost reduction strategies and asset management solutions for residential, small to large energy-consuming commercial/industrial companies, institutional and government sectors. We specialize in providing innovative solutions that reduce exposure to energy market risks, improve energy commodity procurement decisions, asset management, utility bill verification, demand side management, and energy efficiency consulting to improve bottom-line financial performance. Concord Energy Services works exclusively on behalf of our Clients. Our mission is to provide comprehensive energy management solutions and strategies that provide long term competitive and environmental benefits, minimize market risk and maximize savings.

# **Energy Advisory Services**

Concord Engineering Group, Inc. dba Concord Energy Services has a proven track record of successfully managing energy procurement contracts with residential, commercial and industrial public and private sector clients throughout the Mid-Atlantic and North-East Region. We provide comprehensive energy advisory and consulting services and solutions that support the education, analysis, assessment, forecasting, recommendations, design, development, implementation, administration and maintenance of successful commodity sourcing programs. We currently have under management over 3 billion kWh valued at over \$212 million dollars and over 3 million dekatherms valued at over \$80 million dollars.

Purchasing energy in the competitive market requires expertise in energy commodities and market dynamics. The members of our commodities desk have over 20 years of experience in the utility sector and regulated and deregulated markets nationally. Our team is comprised of experienced professionals that have previously sold both retail electricity and natural gas commodities to end users, as well as have experience and a strong background working directly for a natural gas utility and a Public Utilities Commission. We bring an in-depth and broad understanding of the deregulated energy industry and market from both an energy supplier and end-user's perspective and bring that expertise to our clients with the ultimate goal of minimizing risk and maximizing overall savings.

# **Comprehensive Bill Audits**

Bill Verification Protects Profitability: Utility Bills can be complex and difficult to understand. How would you know if your charges are accurate and that you are being billed fairly by the utility provider? Left uncorrected, ongoing billing errors can drain thousands of hard-earned dollars from the bottom line every month. Missing savings opportunities considered "voluntary" by the utility translates into reduced profits. The first line of defense to prevent such losses is to have a thorough Utility Bill Audit process in place to insure that past billings were correct, current charges are correct, and that opportunities available today to lower costs are implemented quickly to get savings started.

Concord has a partnership with Util-Auditors to provide Utility Bill Verification Services on behalf of our clients. This process ensures that all energy costs to include electric, natural gas, water, wastewater and solar charges are accurate and that costs are optimized. We work directly with utility providers to recover refunds and implement savings opportunities – providing a complete turn-key solution that minimizes the impact on our client.



# **Other Services Provided:**

- Utility and Rate Tariff Consulting
- Peak Demand Reduction and Curtailment Consulting
- Energy Star Portfolio Benchmarking
- Energy Conservation
  - o Energy Budgeting / Forecasting
  - o Energy Efficiency
  - o On Bill Financing Strategies / Grants and Incentives

Our team is composed of highly experienced energy experts who possess the following licenses and certifications:

- ◆ CEM AEE: Certified Energy Manager
- CEP AEE: Certified Energy Procurement Professional
- ♦ PE Professional Engineers
- LEED Leadership in Energy & Environmental Design

We are confident that our qualifications demonstrate our in-depth experience, knowledge and expertise to successfully provide Energy Consultant expertise for the procurement of electricity generation and natural gas supply service to clients in the State of Delaware. We have the experience to execute all services necessary including the ability to administer and manage all phases of the strategic sourcing program in a timely manner. We possess the background, knowledge and experience to recommend and administer a successful procurement program that will incorporate a rational, defensible strategy designed to maximize savings, minimize risk associated with contract terms and conditions and minimize risk and provide transparency to various supplier billing methods.





# **EDUCATION**

B.S., Business Administration & Marketing, University of New Orleans New Orleans, LA

# CERTIFICATIONS

 Certified Energy Procurement Professional (CEP), Association of Energy Engineers

# **PROFESSIONAL AFFILIATIONS**

- Association of Energy Engineers
- NJ Dept. of Commerce
- Southern NJ Development Council
- Sustainable New Jersey Task Force for Energy



# Vicki Molloy, CEP

# VICE PRESIDENT, ENERGY SERVICES

# **OVERVIEW**

Ms. Molloy has over 18 years of regulated and deregulated energy industry experience. She has held various management positions with retail natural gas and electricity suppliers and utilities including Sempra Energy Solutions, South Jersey Energy Solutions and South Jersey Gas. She has extensive experience in commodity rate tariffs, natural gas and electricity energy supply and energy service contracting including demand side management, energy efficient lighting, HVAC, cogeneration and performance contracting.

Prior to joining Concord, she served as Vice President, Business Development at LPB Energy Management. In this position, she represented various state, local government and private sector national clients as their Energy Management Consultant. Previous positions include: Director of Sales for Sempra Energy a retail energy supplier and General Manager of commercial and major accounts for South Jersey Gas, a regulated utility company, where she was recognized for Excellence in the 2004 Annual Report to stockholders. During her tenure, she was instrumental in recommending enhancements to existing and new rate tariffs that were implemented by the regulatory department in August 2004. She was actively involved in the rate negotiation strategies with Rate Payers Advocate and the NJ Board of Public Utilities.

She served on the State of Maine Task Force to Advance Energy Efficiency, Conservation and Independence for state facilities and currently serves on the Sustainability New Jersey Task Force for Energy.

# **SELECT MAJOR PROJECTS**

- State of New Jersey Lead Energy Agent for the State of New Jersey's electricity and natural gas procurement program "The New Jersey Consolidated Energy Supply Program (NICESP)".
- Atlantic City Convention and Visitors Authority Lead Consultant providing strategy, development and implementation of third party electric energy supply in Atlantic City Electric service territory. Final contracts valued in excess of \$1.4 million.
- County of Passaic Energy Cooperative Pricing System Lead Energy Agent for the counties of Passaic, Hudson & Sussex electricity and natural gas procurement program "The County of Passaic Energy Cooperative Pricing System (PCECPS and PCERCPS)".
- County of Passaic GEA Program Lead Energy Agent for the Passaic County's GEA program including Sussex County.
- South Jersey Power Cooperative Lead Energy Agent for natural gas procurement for Camden County and its participating members (96 local government entities).
- Burlington County GEA Program Lead Energy Agent for Burlington County's Government Energy Aggregation Program.





- Morris Area Energy Coop GEA Program Lead Energy Agent for the Morris Area Energy Cooperative's Government Energy Aggregation Program.
- New Jersey Manufacturing Extension Program Concord is the exclusive Energy Agent and Energy Consultant representing NJMEP and its 11,000 manufacturing clients in the development of an energy aggregation procurement program for electricity, natural gas and fuel oil, utility bill verification and audit services for natural gas, electricity, solar, water and waste water and peak demand and demand response management consulting.
- State of Maine Lead Consultant providing strategy, development and implementation of third party electric, natural gas and fuel oil supply agreements for all state facilities leased and owned by the State of Maine. Final Contracts valued in excess of \$8 million.
- J&J Snack Foods, Inc. Lead Consultant providing strategy, development and implementation of third party electric energy supply for electric and natural gas supply in South Jersey Gas, Atlantic City Electric, PSE&G, PPL, and PECO's service territories. Final contracts valued in excess of \$4 million dollars.
- American Water, Inc. Lead Consultant providing strategy, development and implementation of third party electric energy supply in Atlantic City Electric, PSE&G, JCP&L, Rockland and Orange, PECO, PPL, Penelec, Met-ED and Allegheny service territories. Final contracts valued in excess of \$35 million.
- Trump Entertainment Resorts Lead Consultant providing strategy, development and implementation of third party electric energy supply in Atlantic City Electric's service territory. Final contracts valued in excess of \$20 million.
- Pitcairn Properties Energy Agent and Consultant responsible for providing energy management consulting strategies and solutions that focus on energy usage and cost reductions for their multifamily and commercial properties located in NY, PA, NJ, DE and GA.
- Cushman Wakefield Energy Agent and Consultant responsible for providing energy management consulting strategies and solutions that focus on energy usage and cost reductions for their commercial properties.





# MICHAEL FISCHETTE, PE Founder & Chief Executive Officer

Specializing in creative solutions for facilities and power plants, Mr. Fischette has led Concord Engineering, a New Jersey Corporation since 1989. The firm has developed and implemented a broad range of projects from nuclear and combined cycle power plants to high performance buildings and sustainable design. Mr. Fischette has been dedicated to the further development of many energy policies and technologies, setting the groundwork for our countries future standards in energy supply and use.

In 2011, Mr. Fischette was appointed to the New Jersey Board of Public Utilities' Energy Master Plan Work Group by then President Lee Solomon, and continues to be on the forefront of developing innovative financing and incentive solutions that shape energy policy and energy infrastructure design. In 2009, he spearheaded the development of the first Energy Bank in New Jersey for the Burlington County Bridge Commission.

From 1985 through 1997 Mr. Fischette was an engineer in the Nuclear and Coal fired power plant industry. He was the Test Director for the Hope Creek Nuclear Station Loss of Power/Loss of Coolant test, which demonstrated the 'integrated" ability of the plant to shut down by emergency powered cooling systems. He was also the lead test engineer for the Spent Fuel Pool Cooling system.

He was part of the engineering team for the conversion and upgrade of several coal fired plants that were modified to balanced draft boilers and retrofitted with back-end technologies for ash handling.

Prior to his role at Concord, he was a test engineer at Stone & Webster Engineering Corp for plant and component efficiency (ASME PTC performance tests), field engineer for oil and coal power plants and test director for Low Pressure Core Spray and the Residual Heat Removal System.

Mr. Fischette is a frequent speaker and advisor on energy issues for many of the largest associations in New Jersey: such as NJSBA, NJASBO, NJAC, League of Municipalities, LEUC, NJHEPS and NJAPPA.

# PROFESSIONAL BACKGROUND

Concord Engineering Group, Inc. MT Fischette Corp. Stone & Webster

1989 – Present 1987 -1989 1980-1987

Rutgers University, New Brunswick, NJ B.S. Mechanical Engineering, 1980 New Jersey Professional Engineer #GE-33798



# CONTRON SERVICES



# **ENERGY SERVICES** CONCORD



- energy volatility though a better understanding specific drivers that most closely correlate to Continually seeking better ways to manage of underlying market trends and analysis of price trends.
- Staying current on the best technologies, tools and strategies to manage energy spending.
- egislative energy policies that impact our Clients Keeping up to date on federal and state business.

**Key Challenges** 

# **Our Commitment**



# CES is committed to providing turnkey solutions designed to:

- Reduce exposure to energy market risks
- Identify cost savings opportunities
- Reduce utility costs
- Stabilize budgets
- Improve energy commodity procurement decisions
- Improve bottom line financial performance.



# Products & Sevices



# Energy Advisory and Consulting for Energy Commodities

- Load Aggregations and Cooperative Purchasing Programs
- Online Bidding and Reverse Auction Tools
- Renewable energy and Green purchasing strategies

# Utility and Rate Tariff Consulting

New Construction / Acquisitions / EE Projects

# Utility Bill Audits

- Electricity, Natural Gas, Telecommunications/internet/wireless, Waste / Refuse
- Shipping (UPS/FEDEX)
- Workman's Compensation

# Peak Demand Reduction and Curtailment Consulting

# Energy Conservation

- Energy Star Benchmarking
- Energy Budgeting / Forecasting
- Energy Efficiency
- On Bill Financing Strategies / Grants and Incentives

# **Energy Advisory Services**



- Advisors: At Concord, we provide all of the necessary tools and information required to make educated energy purchasing decisions. We are a neutral, full service energy procurement advisor.
- pressure of having to meet monthly or quarterly quotas. This ensures that we can endeavor to been in business since 1989. We do not have to answer to shareholders, nor do we face the Independent Thinking: Concord Energy Services is a privately owned corporation and has correctly time the market and provide advice strictly on the merits of the contract savings.
- natural gas, fuel oil, and renewable energy products in various markets with over 25 years of experience. Our Consultants are licensed Certified Energy Procurement Professionals (CEP) by the AEE. Our growing client base allows us to leverage natural gas and electricity load in deregulated markets and provide clients with competitive pricing and product options. We Energy Purchasing Experts: Our team has extensive experience purchasing electricity, currently manage over 3 billion kWh and over 1 million DTH.
- Client Advocate: We are passionate about representing the best interests of our clients.

# **Energy Advisory Services** Our Process



# Step 1 -- Program Design

- Data Collection
- Financial & Strategic Objectives
- Energy Market Conditions



# Step 2 - Program Development

- Development of Bid Specs Product Structure/Strategy
- Supplier Identification/Approval



# Benchmark Performance

Reassess Financial & Strategic

Step 5 - Program Refinement

Reassess Market Conditions

Objectives

# Step 4 - Post Contract Services

- Client Services
- Contract/Market Monitoring
  - Supplier Monitoring
    - Reporting



# Step 3 - Program Execution

- Administration of the RFP/ Bidding process
  - Contract Execution

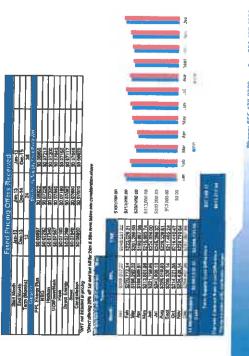


# Supplier Proposal



- Detailed proposal allows the client to select from a list of pre-qualified suppliers
- Unique product offerings
- Savings estimates
- Load Profile
- Thorough review of products and offers
- Hedging strategies
- Identify most competitive supplier presenting favorable terms and conditions
- Secure contract / obtain significant value





# Objectivity



Concord works exclusively on behalf of its clients and directly National energy suppliers in the with the Top Regional and country to provide reliable energy at competitive prices.

We are not a supplier, vendor or broker.

objective and our client's interests recommendations are never compromised.





Green Mountain Energy:







UGI Energy Services, Inc. CASMARR - POWERMARR



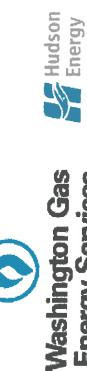














**Energy Services** A Washington Gas Affiliated Compa



Ptymouth Rock

# Regulatory and Market Reporting





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# Energy Market Commentary

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June 25 2013

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CONCORD

# Value Added Services



- Comprehensive and customized approach toward Energy Asset Management Strategies
- Laser-focus on exceeding Client's expectations and needs
- In-depth understanding of historical energy prices, trends, and commodity rate structures e
- Negotiation of fair contractual term and condition provisions
- Normalization of supplier quotes; Removal of hidden charges; Removal of unilateral price escalation clauses
- Aggressive, market-based pricing with wholesale transparency
  - Management of meter adds/deletes
- Resolution of billing issues and discrepancies
- Management; identification of future buying opportunities with a focus Continuous Support and Service with active and on-going Portfolio on lowering costs and mitigating energy market risks



# **Benefits to our Clients**



- \* Integrity: At the end of the day, whether a potential customer does business with us or not, we hold this attribute as our number one resource.
- broker. Our recommendations are objective and our client's interests are never compromised. Objectivity: CES works exclusively on behalf of its clients. We are not a supplier, vendor or
- marketing/billing, and deregulation sales of retail electricity and natural gas. We understand Experience: CES's team brings over 20 years of experience in utility rate/design, utility both sides of the industry and bring that knowledge to our clients.
  - experience providing our clients with the highest level of knowledge, background and Our team of highly skilled energy professionals possess a diversity of talent and

# We hold the following certifications:

- Certified Energy Manager (CEM)
- Certified Energy Procurement Professional (CEP)
  - LEED AF
- Certified GeoXchange Designer (CGD)
- Certified Building Commissioning Professional (CBCP)
  - Certified Cogeneration Professional (CGP)

# Comprehensive Billing Audits



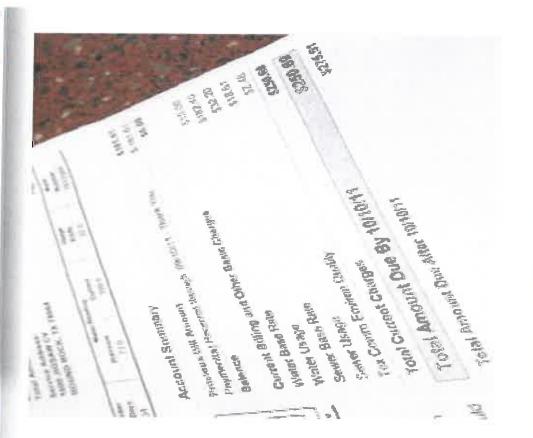
Comprehensive and Full Service Billing Audits for:

- 1) Electricity and Natural Gas
- 2) Telecommunication/Wireless/Internet
- 3) Waste Management and Refuge
- 4) Shipping (UPS/FEDEX)
- 5) Workman's Compensation

Our process ensures that all charges are accurate and that costs including taxes are optimized.

We work directly with utility providers to recover refunds and implement savings opportunities – providing a complete turn-key solution that minimizes the impact on our clients.

\* There are no upfront fees for our services. Service fees are based on a Contingency/Shared savings model



# **Energy Conservation**



approach to help our clients reach their operational and financial goals, enhancing management firm, Concord supports an organization-wide energy management As a nationally recognized and industry leader in energy engineering and sustainability and preserving the environment.

- Energy Star Portfolio Benchmarking
- Philadelphia, New York and District of Columbia
- Energy Efficiency Solutions
- PA ACT129 CSP (Conservation Service Provider)
- NJCEP P4P Provider (PSEG Multifamily Housing Program)
  - Local Law 85 NYCECC Contractor
- Owners Engineering / LEED / Energy Audits
  - Design/Build/Construction Management
    - CHP / Microgrid / Renewable Energy
      - Sustainable Commissioning
- TurnKey Solutions
- On-Bill Financing / Grants and Incentives



# Partial Client List





# **CUSHMAN & WAKEFIELD®**

Global Real Estate Solutions 5M













Pitcairn Properties



Melantic Gly





















# Thank You

CONCORD CONGINEERING

**ENERGY SERVICES** 

Vicki Molloy, CEP

Vice President, Energy Services

**Concord Energy Services** 

T: 856-427-0200

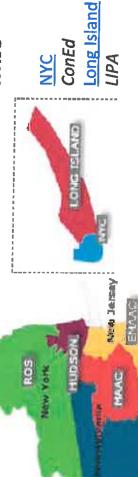
C: 609-304-4071

vmolloy@concord-engineering.com

# ISO PRICING POINTS



# NYISO



Michigan

Wisconsin

Rest of State

Hudson CenHud

NIMO NYSEG

ConEd

RGE

# PM

MAG Delaware

RTO	AEP	APS	ATSI	Dayton	DEOK	Duquesne	Penelec
<b>EMAAC</b>	ACE	Delmarva	JCPL	PSEG	Rockland	<b>SWMAAC</b>	BGE
MAAC	METED	PECO	Jdd	COMED	ComEd	DOM	Dominion

North Carolina

Kentucky

Indiana

E POLICE

Tennessee

NYC - New York City

\* ROS - Rest of State

\* EMAAC - Eastern Mid-Atlantic Area Council

\* MAAC - Mid-Atlantic Area Council

\* SWMAAC - Southwestern Mid-Atlantic Area Council

\* RTO - Regional Transmission Organization

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# EXHIBIT C

# Inclusive of:

Confidential Information Attestation Letter



State of Delaware Public Service Commission 861 Silver Lake Boulevard, Suite 100 Dover, DE 19904

Re: Confidential Information: Attestation

The following confidential information has been removed from this application prior to the public filing of this application;

**Certified Financial Statements** 

This statement attests that the confidential information noted and supplied within this application submission is not subject to inspection by either the public or either parties unless an appropriate proprietary agreement is executed.

Michael Fischette, CEO

# **EXHIBIT D**

# Inclusive of:

Verification of Application

# Verification of Application

v et incation (	or Application
STATE OF New Jersey ) ) SS COUNTY OF Camden )	
On this 13 day of October, 2015, personally can the state and county aforesaid, Michael Fischette as the personally such or having presented to me satisfactory et to be his act and deed and the act and deed of such Corp own proper handwriting and that the facts set forth in the knowledge, information and belief.	evidence of identity, and acknowledged this document poration, that the signature of such individual is in his
The signor understands that the making of false sapplication, petition, or other filing, or if it later discover pursuant to the application, petition or other filing. This applicable sections of the Delaware Code as may be among falsely or making false written statements.	application, petition or other filing is subject to all
	Michael Fischette Printed Name
	CEO Title
SIGNED AND SWORN (OR AFFIRMED) bet	fore me on this 13 day of October, 2015,
Kistan Lorraino Dain Signature of Notary	SEAT. KRISTEN LORRAINE DAVIS NOTARY PUBLIC OF NEW JERSEY My Commission Expires 7/16/2018

Energy Analyst
Title of Notary

My Commission Expires 7/16/2018